

Message Text

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ACTION EB-08

INFO OCT-01 EA-10 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 XMB-02
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-----031884 020344Z /12
R 010220Z JUN 78
FM AMEMBASSY JAKARTA
TO SECSTATE WASHDC 9087

C O N F I D E N T I A L JAKARTA 7121

E.O. 11652: GDS
TAGS: EAIR, BEXP, ID
SUBJECT: POTENTIAL SALE OF LOCKHEED L-100S

REF: JAKARTA 6980

1. MINISTER OF COMMUNICATIONS RUSMIN NURJADIN TOLD ME
MAY 31 THAT HE HAS DISCUSSED THE POSSIBLE USE OF THE
LOCKHEED L-100 AS THE BASIC AIRCRAFT FOR INDONESIA'S
TRANSMIGRATION PROGRAM WITH PRESIDENT SUHARTO, AND HE
BELIEVES SUHARTO IS LEANING TOWARD THAT PLANE IN PREFERENCE
TO THE MORE EXPENSIVE TRANSALL. ACCORDING TO RUSMIN, THERE
ARE STILL TWO POTENTIAL PROBLEMS.

(A) FIRST, IT IS ESSENTIAL IN ORDER TO OVERCOME THE
ARGUMENTS OF THOSE WHO CONTINUE TO PRESS FOR THE TRANSALL
THAT LOCKHEED ARRANGE FOR A "WET TRIAL" OF THE PLANE IN
INDONESIA. I TOLD RUSMIN THAT I HAD DISCUSSED THIS MATTER
WITH LOCKHEED REPRESENTATIVES AND THAT THEY WERE REASONABLY
CONFIDENT THAT THEY COULD HAVE A PLANE IN INDONESIA FOR
THESE TRIALS DURING JULY. RUSMIN REITERATED THAT THIS WAS
ESSENTIAL TO FAVORABLE CONSIDERATION OF THE L-100.

(B) SECONDLY, RUSMIN REITERATED THAT FINANCING IS
EXTREMELY IMPORTANT. FINANCING UNDER EXIM, WHICH WOULD
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COVER A MAXIMUM OF 55 PERCENT OF THE TOTAL COST, IS NOT
COMPETITIVE WITH TERMS OFFERED BY OTHER POTENTIAL SUPPLIERS.
I TOLD RUSMIN THAT WHILE I DID NOT HAVE DETAILS, I HAD
BEEN TOLD BY LOCKHEED THAT THEY WERE PUTTING TOGETHER A
FINANCIAL PACKAGE WHICH WOULD BE MORE FAVORABLE THAN THE
TERMS OFFERED UNDER EXIM. RUSMIN EXPRESSED APPRECIATION
FOR THIS AND SAID THAT THIS WOULD ALSO BE IMPORTANT IN

REACHING A FINAL DECISION.

2. WE WILL STRESS THESE POINTS WITH LOCKHEED VICE PRESIDENT
FOR MARKETING DAVY CROCKETT WHO IS DUE TO ARRIVE IN JAKARTA
ABOUT JUNE 15. SUGGEST THE DEPARTMENT ALSO REITERATE TO
LOCKHEED THE IMPORTANCE OF GETTING AN L-100 TO INDONESIA
FOR THE WET TRIAL AND OF PUTTING TOGETHER AN ATTRACTIVE
FINANCIAL PACKAGE.
MASTERS

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